

Message Text

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PAGE 01 TEHRAN 11339 201322Z

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ACTION NEA-10

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FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC 4437

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UNCLAS TEHRAN 11339

E.O. 11652: NA

TAGS: BEXP, IR

SUBJ: MICHIGAN IOGA TRADE MISSION

REF:(A) STATE 241024(B) TEHRAN 11018

1. POST NOTES REVISED PRODUCT THEME OF HOSPITAL AND MEDICAL EQUIPMENT FOR PROPOSED MICHIGAN IOGA TRADE MISSION. TRADE CENTER FACILITIES WILL BE AVAILABLE DURING PERIOD FEBRUARY 22-27 FOR USE OF MISSION MEMBERS AND EMBASSY HAS NO DIRECT CONFLICTS AT THAT TIME, ALTHOUGH NORTH COROLINA GROUP SCHEDULED ARRIVE MARCH 2-3.

2. AMCONSUL TABRIZ SUGGESTS THAT MISSION DEPART TEHRAN MID-DAY FLIGHT AND PLAN RETURN MIDDLE OF FOLLOWING DAY, WEDNESDAY, FEBRUARY 25-26) AS THE 3-4 TABRIZ CONTACTS (HOSPITALS AND RED LION AND SUN SOCIETY OFFICE) COULD ALL BE SCHEDULED IN ONE MORNING.

3. MISSION SHOULD NOTE HOWEVER THAT MARYLAND TRADE MIDDION ALSO EMBODYING MEDICAL/HOSPITAL SUPPLY THEME WILL HAVE COVERED IRAN IN MID-JANUARY. IN ADDITION, RECENT TRADE CENTER SHOWS(INSTRUMENTATION AND MEDEX '76) HAVE COVERED MEDICAL DIAGNOSTIC EQUIPMENT FIELD IN DEPTH.

4. INFORMAL DISCUSSION WITH FAIZ FARIS, WHO APPEARED EMBASSY NOVEMBER 17(VICE OCTOBER 15 DATE GIVEN REFTEL) SUGGESTS THAT MAJORITY OF POTENTIAL PARTICIPANTS FALL IN AREA OF HOSPITAL MEDICAL AND HOSPITAL EQUIPMENT RATHER UNCLASSIFIED

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PAGE 02 TEHRAN 11339 201322Z

THAN CONSORTIUM AND CONSTRUCTION TURNKEY APPROACH OUTLINED

BY MARYLAND GROUP. REQUEST YOU DISCUSS WITH MICHIGAN GROUP
INFORMATION ON STATUS OF CONSTRUCTION PLANS OUTLINED
TEHRAN 11018.

5. GIVEN SATURATION LEVEL OF THIS MARKET AND CURRENT
BUDGETARY CONSTRAINTS, MISSION MAY NOT FIND TEHRAN STOP
AS PRODUCTIVE AS HAD HOPED, BUT WE WILL DO BEST TO ARRANGE
USEFUL PROGRAM.

6. WE RECOMMEND THAT ADVANCE MAN APPEAR NO LATER THAN
THIRD-FOURTH WEEK IN JANUARY AND FAIZ CONFIRMS THAT MICHIGAN
DEPARTMENT OF COMMERCE REP AND/OR POSSIBLY USDOC REP IN
BRUSSELS PLAN TO ADVANCE TRIP DURING THAT PERIOD. FAIZ
ATTEMPTING TO OBTAIN HOTEL RESERVATIONS FOR GROUP AND WILL
INFORM.
HELMs

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